



**MONTGOMERY COUNTY, MARYLAND**  
**Commercial PACE Project Manager (PM)/ County Designated Lender (CDL)**  
**Solicitation Questions and Responses**  
**July 21, 2015**

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- 1. *What is the maximum term allowed for the winning bidder?***

Each solicitation provides a two year initial term, with three one-year extensions allowed, thus five years is the contemplated maximum term.
- 2. *There is a statement in Section I-Ethics that states, "As a result of being awarded this contract the successful contractor may be ineligible for the award of related contracts." Does this mean that a successful bidder for one of these roles, either PM or CDL, will be ineligible for the other?***

No. The County is not treating these as "related" under this statement; thus a single party may be awarded both roles under the individual solicitations.
- 3. *How is full cash value determined?***

The State Department of Assessment and Taxation (SDAT) assigns full cash value, or assessed value, to each commercial property every three years. The amount assigned is "phased in" over the three year period until the next assignment is made.
- 4. *Will the pending Montgomery County Green Bank have any impact on the County's Commercial PACE Program?***

At this time the Green Bank is in its preliminary planning stages. No impact or interaction with the Commercial PACE Program should be assumed for purpose of response to these solicitations.
- 5. *When is lien placement allowed to be placed on the subject property?***

Montgomery County allows lenders to record a lien, related to property-owner obligation, at such time as agreed between the lender and property owner.

The County will accept, from the PM, amounts to be collected as a PACE surcharge on the property tax bill upon verification of such amount reflecting amortization of a PACE obligation related to a completed project on such property. The only time that the County may record a lien on a property is in the event of a property tax/surcharge payment delinquency. Upon such delinquency, only the delinquent amount becomes the amount due and payable on the property for purpose of tax sale.



**6. *What information is required as confirmation of capital source?***

As stated in solicitation #10002 for County Designated Lender (CDL), Section 5.d., committed capital source(s) should be identified through submission of the most recent financial statement (audited financial report); and, if the financial report is NOT for the bidding party, a commitment letter between the capital provider and the bidder should also be included.